

Removal Announcement

WE wish to inform our friends and the public that we have moved into more commodious quarters at 1337 14th St. N.W., where we have fitted up a new home for our owners and prospective purchasers.

THE building is complete in every detail, being absolutely fireproof, and provided with an electric elevator. The salesroom is located on the first floor. On the second floor is located an up-to-date service station.

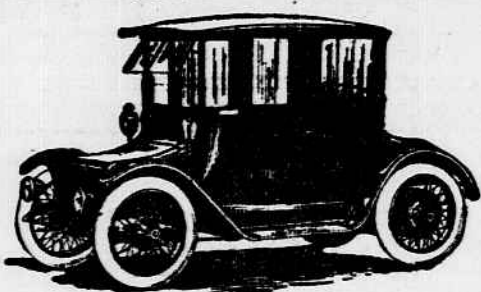
WE invite the public to inspect our new home, where we will continue to represent OAKLAND and REO pleasure cars and REO trucks.

Former address, 829 14th St. N.W.

Smith-Trew Motor Company
Tel. North 510. 1337 14th St. N.W.

Detroit Electric

\$1975 to \$2275



—absolute silence
in operation

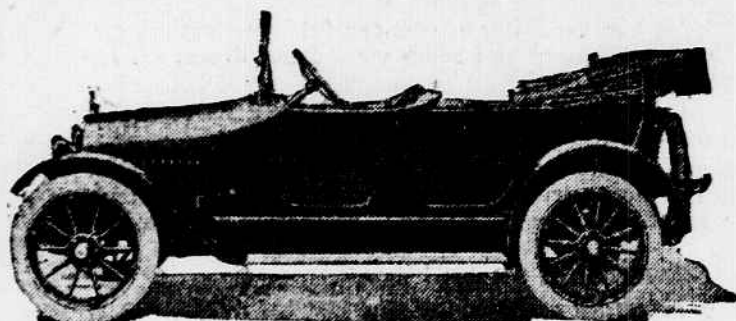
The motive power of the Detroit Electric is a perfectly fluid, continuous stream of electricity. There are no explosions, no intervals between impulses, no over-powerful engine pounding away at 2000 revolutions per minute, nothing to jar and tire you, nothing to batter the mechanism and pile up heavy bills for repair, replacement, and adjustment. You'll be surprised at the distance you can ride in a Detroit Electric without the slightest fatigue. And it is the preferable automobile because of its cleanliness and freedom from the fumes and odors common to gas cars. On any day you say we'll be glad to arrange a demonstration for you.

Prices range from \$1975 to \$2275

F. O. B. Detroit.

EMERSON & ORME,
Tel. Main 7695. 1407 H St. N.W.

Stearns-Knight



Light Four \$1,440 Delivered

No Valves to Grind

It has all the power and flexibility of a poppet valve six-cylinder motor, but has the simplicity of the ordinary four-cylinder motor combined with the wonderful KNIGHT SLEEVE VALVES, which absolutely eliminate all valve troubles, such as grinding, adjusting, etc.

A demonstration in this car will convince you of its wonderful smoothness and power and ability to operate for many months without adjustments or loss of power.

Let Us Show You

Potomac Motor Car Company
Arthur Foraker, Mgr.
North 2000 1226 Conn. Ave.

TIRE TRADE IN BRITAIN NOT HURT BY THE WAR

Goodyear's Managing Director in England Says Female Labor Is in Great Demand.

P. D. Saylor, managing director of the Goodyear Tire and Rubber Company of Great Britain, has just arrived from London and is spending a few days at the Akron headquarters in the interest of the European trade.

"I came over on the Rotterdam, which has her name painted in very large letters on both sides of the ship, illuminated at night, to obviate the possibility of attack through mistaken identity. My trip was entirely devoid of any of the features which so many travelers have been reporting. All was serene and tranquil.

"However, the grim realities of war were brought home to us rather forcibly on one of the famous Zeppelin raids, when a bomb was dropped but half a block from our London office, damaging several buildings and tearing a great hole in the street. Business is tranquil in London, and contrary to the general opinion there is no shortage of tires. It is true that the government has taken and is receiving now great quantities of tires from the manufacturers, but they have equipped themselves to take care of the increased business, and are able to fill the government orders and at the same time supply the trade. The tire manufacturers are pleased to get the government business and seek it.

Demand for Female Labor.

"On account of the departure of so many thousands of men for the front there is an enormous demand for female labor. In our own office we have had to replace our men who have joined the army with women.

"The advent of so many women into the trades formerly occupied solely by men at first occasioned not a little apprehension on the part of the trade unions, but this was amicably dispelled by the granting of men's wages to the women. The rubber companies are making up the difference between their men's present pay as soldiers and their former salaries, forwarding the money to the families left behind. Consequently there is little distress among the families of the men at the front.

"The 32-1/3 per cent duty placed on automobiles has apparently had very little effect on the flow of American cars to England, as there is a strong demand for the medium-priced cars, occasioned largely by the shortage of horses. Many thousands of horses have been requisitioned by the government. The 40 per cent income tax increase, however, has begun to be felt, as has also the 50 per cent tax on the profits of all business houses, over an average of the last two years' profits.

Look for Trade After War.

"That the censorship is effective and far-reaching is shown by the fact that our mail comes to us opened and bearing the official stamp of the censor. But the effect of this has been only to delay our mail. As far as we know all mail addressed to us has reached us and we have suffered no inconvenience.

"We are looking forward to the reconstruction period which must follow the advent of peace. There is bound to be a hard fight for business. The additional equipment installed by the tire manufacturers to take care of the government business must be kept in operation when the war orders cease—which means that competition will be keener than ever. The companies having the best organizations will be the winners—to use a common English expression, those who are 'steady and can stick it.'

Hudson Deliveries.

A Hudson limousine was delivered a few days ago to Rupert Koblegard, cabriolets to W. H. Walker and R. C. Bull and a 6-54 phaeton to R. B. Owen.

Using Wilcox-Trux.

H. L. Meeks and R. P. Leizear are the latest purchasers of Wilcox-Trux.

Driving Paige 6-46.

Manuel Castro Quesada, minister from Costa Rica, is the latest purchaser of a 1916 Paige 6-46 seven-passenger touring car. This is the second Paige now in use at the Costa Rican legation in this city.

Those "Shade" Cartoons.

From Cartoons Magazine.
The property room of the cartoonist is a scene of great activity these days. Mars, the war god, has been brought out and dusted, and his face touched up to look more fearsome than ever. All the war shades of the past have been working overtime, and Death, Frankenstein, Mars and the Devil have been very busy. The shades of Wellington, Nelson, Bismarck, King Edward, Julius Caesar and the veterans of 1870, have been taxed to their utmost, while the portly shade of Napoleon, through many calls on his services by the world's cartoonists, has been worn to a mere shadow.

AMERICAN AUTOMOBILE SALES IN FOREIGN NATIONS DOUBLED LAST YEAR, U. S. FIGURES SHOW

Exports of Machines and Their Parts Aggregate Over \$74,000,000, Against \$38,000,000 in 1914—Eighty Countries Represented in the Business.

American automobile manufacturers doubled their sales abroad last year, according to the bureau of foreign and domestic commerce of the Department of Commerce, their exports of automobiles and parts thereof in the year ending June 30, 1915, having aggregated over \$74,000,000, against \$38,000,000 in 1914, \$2,000,000 in 1904, and \$1,000,000 in 1902, the first year of record. The gains were most pronounced in the second half of the fiscal year, and if the record made by July is maintained until the end of December, which seems probable from present indications, the total exports of automobiles in the calendar year 1915 will be well above \$120,000,000.

All parts of the world are buying American motor trucks and passenger automobiles, about eighty different countries being represented in the year's sales. Our motor trucks are being sold most largely in England, France and Russia. In Greece, Denmark, Sweden and Serbia sales have also reached unparalleled proportions. Increased sales are likewise being made in many countries far removed from the war zone, including Canada, Cuba, Central America, Java, Australia, British South Africa and in our own territories of Hawaii, Porto Rico and Alaska.

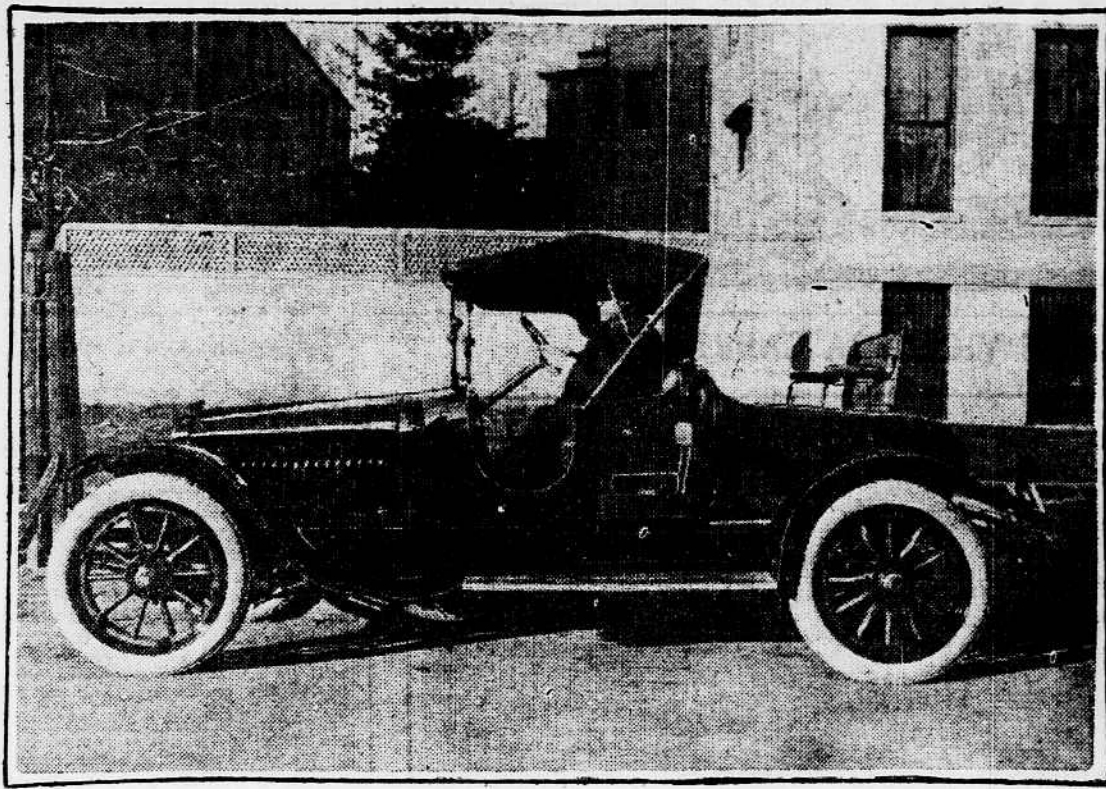
The year's exports of passenger automobiles were slightly less than those of 1914. Large gains in exports to the United Kingdom, Asiatic Russia, Cuba, Central America, the British West Indies, British Guiana, Venezuela and British East Africa were more than offset by numerous decreases occurring elsewhere, notably France, Germany and various countries in Europe, South America and Asia.

Factors in Export Trade.

The constituent factors in the automobile export trade for the last two fiscal years are as follows:

| | 1914. | 1915. |
|------------------------------------|--------------|--------------|
| Value of | | |
| Commercial automobiles | \$1,181,611 | \$39,140,632 |
| Passenger automobiles | 25,392,963 | 21,113,953 |
| Automobile tires | 3,505,267 | 4,962,270 |
| Automobile engines | 1,391,893 | 1,405,324 |
| Automobile parts | 6,624,232 | 7,853,183 |
| Total exports to foreign countries | \$38,095,966 | \$74,476,422 |
| Total to Alaska | 68,435 | 91,281 |
| Hawaii | 1,285,238 | 1,514,596 |
| Porto Rico | 686,909 | 276,378 |

CONVERTIBLE ROADSTER SEVEN-PASSENGER AUTOMOBILE.



SPECIAL TYPE CAR BUILT IN WASHINGTON FOR FRANK P. MILBURN (AT WHEEL) BY R. McREYNOLDS & SONS. UPHOLSTERY IS OF BLUE SPANISH LEATHER.

STRETCH OF ROAD LEADS ANY SIMILAR DISTANCE

Many Travel 250 Miles From East Coast of Massachusetts to New York.

A member of the American Automobile Association whose experiences in touring make him a fair judge of like situations, expresses the view that the 250 miles from the east coast of Massachusetts to New York city is a stretch of road used by more cars from other states than any like distance in the country.

This opinion was rendered after a recent two-day leisurely trip over that section en route from Boston to the national headquarters of the A. A. A. in Washington.

With a desire really to see the country along the way—not rushing through because of the temptation of the excellent road conditions—he stopped at any place that gave a good view or that was otherwise interesting.

Cars From Many Sections.

During these stops, also while driving, he made a point of noticing the license plates of the passing cars, but, in fairness to the point of view he had in mind, he ignored all states east of the Alleghenies and north of the Mason and Dixon line. In other words, the cars from the New England states and from New York, New Jersey and Pennsylvania were not recorded, and their numbers were many.

In going over the list here are the states he found represented during those two days by those touring New England: Arizona, California, Delaware, District of Columbia, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Maryland, Missouri, Ohio, Tennessee, Texas, Virginia, West Virginia, Quebec, Ontario.

Value of Good Roads Shown.

There were three other cars with plates having a color scheme showing them not in the above list. They could not be recorded because the state abbreviations were not readable.

Undoubtedly these cars were going to or from general tours of New England, thus showing the value of the one big thing in capitalizing scenery and history by building good roads. No one can successfully deny that the two largest touring sections in this country are New England and California. Each has scenery and each has history; so have many other sections of these United States, but nowhere else have these two factors been turned into such large assets by capitalizing them with an embracing and connected mileage of modern roads.

Those states which have scenery and other attractions yet are without a comprehensive road system are like large department store would be if filled with bargains and well advertised in the papers, but with without elevators and escalators.

"Wise men make epigrams and fools quote them," observed the tall man.

"That's fine," answered the short man, appreciatively.

"By the way, who was the author of that one?"—Dallas News.

Howard G. Wagner in Town.

Howard G. Wagner, representing the Madison Motor Car Sales Company, spent the week end in the National Capital in the interest of the new Madison car. The latest product of the Madison Motors Company of Anderson, Ind., is a six-cylinder, forty-horsepower touring car, which he had here on display during his stay. He was here for the purpose of securing an agency for the District and adjacent territory.

Oldsmobile Deliveries.

A model 43, five-passenger Oldsmobile touring car, with sedan top, was delivered during the past week to Robert L. Warfield, model 43, five-passenger touring car to the Purdy Paper Bottle Company, Mrs. Hannah T. Donovan and Victor H. Olmsted.

Purchases Chandler Car.

A seven-passenger Chandler touring car, fully equipped, was delivered Friday to F. H. Ridgway of this city.

Recent Dodge Deliveries.

Among the recent purchasers of 1916 Dodge cars are the following: William Demaine, M. R. Fletcher, Ford Young and W. H. Willis.

Run in Trumbull Car.

Mrs. Nettie Mabry has just returned from a delightful run to Gettysburg, Pa., in her Trumbull coupe. Leaving here last Saturday, the return trip was made the following Monday. She made the trip in four and a half hours' running time. No punctures or mechanical trouble marred the pleasure of the run. Mrs. Mabry takes a keen delight in touring and always operates the car herself. Next month she expects to leave for Florida with her little car and continue touring throughout the entire winter in the southern states.

Returned From Territory Trip.

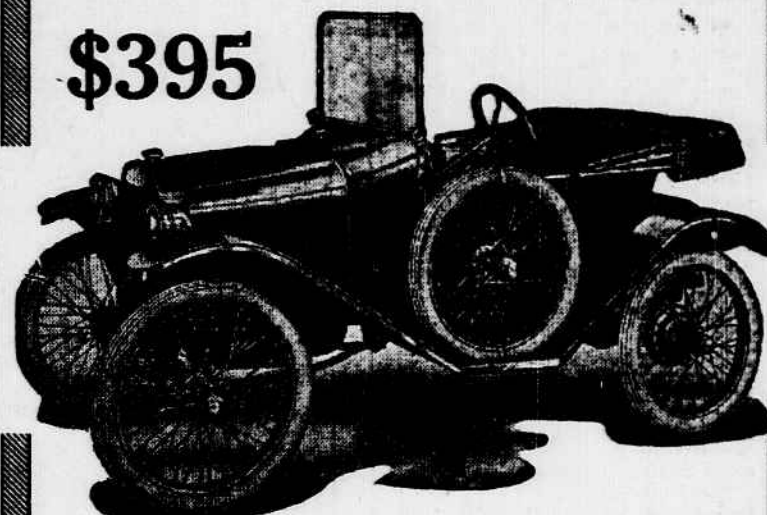
E. Selby of the Selby company and William Dickinson, eastern representative for the Paige car, returned a few days ago from a two-day trip through Maryland and Virginia in the interest of the Paige line.

Appointed Sales Manager.

R. C. Jones, who needs no introduction to the automobile public, has been appointed sales manager of the Capital Auto Service Company, 1811 14th street northwest, and will sell Regal cars in the future.

TRUMBULL

\$395



Roadster.....\$395 Delivery.....\$395
Coupe.....\$595 Touring.....\$650

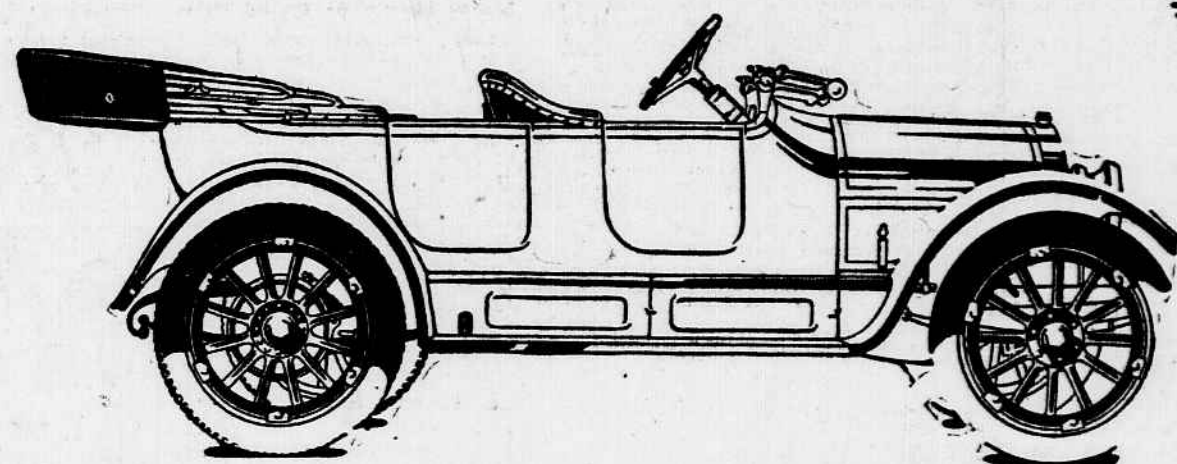
You can buy cars as good as the Trumbull—but they cost a lot more. You can buy cars for what the Trumbull costs—but do they look like it or compare with it?

National Motorists' Association

Factory Distributors,
16th & Park Road N.W. Phone Col. 5422

Overland

\$750
Roadster \$725
Model 25, 6, c. Toledo



Mature Popular Judgment Says This is the Car to Buy

This model was announced early last June.

In a few weeks we had built, sold and delivered more of these cars than had ever before been built of any car of over 100 inch wheelbase, by any producer anywhere in any length of time.

At that time we were building about 300 cars a day.

With more of these cars in every-day service in the hands of owners than of any other car of its size ever produced—

There was, very quickly, everywhere, the greatest opportunity ever offered for people to judge a car by its performance.

Now we are building over 600 cars per day.

This unprecedented demand follows the performance test in every-day service, not of a few thousand cars, but of a record output.

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In the mature judgment of the buying public you get more for your money in this car than you can get in any other car now on the market.

Never before has the purchaser of an automobile had so well founded, clear and conclusive a popular judgment as this to guide him in right selection.

Let us show you the car and demonstrate it.

The five-passenger touring car is \$750; the roadster \$725; the famous Overland Six—seven passenger touring car \$1145—the new Model 75 is \$615 for the touring car; \$595 for the roadster, all prices f. o. b. Toledo.

Harper-Overland Co., Distributors,
1022 Connecticut Ave. Tel. Main 6916

The Willys-Overland Company, Toledo, Ohio

